

**Headline: "Land has misled voters about family business for months."** [Politically Speaking, [5/21/14](#)]

**LAND DENIED SHE OWNED FOR LAND & COMPANY**

**Land Claimed She Never Worked at Land & Company.** "Land told reporters that she's never worked for Land & Company, her father's company, and that the business she now runs with her son is a property management business. Her decision to distance herself from her father's company is significant considering a plan spearheaded by Land & Company to bulldoze a mobile home park to make way for a development that never got off the ground has been used by Democrats against Land in TV ads." [MIRS, [6/19/14](#)]

**Land Claims She Never Worked at Land & Company, Was Never the Owner.** "No, I've never worked for Land & Company. I worked at the motel when I was very young, with my grandma. And then had the opportunity, after I graduated from Hope College, to come back and actually manage the motel. But I've never owned a trailer park or never owned any of the businesses." [MIBigShow, [5/23/14](#) @6:50]

**Land's Spokesperson Claimed She Was Not Involved in the Day-to-Day Running of Land & Co, Nor Did She Own the Business.** "Yet Heather Swift, a spokeswoman for the campaign, said that she sees no contradiction in Land's statement on the videotape. Swift also offered a statement about the Grandville site: "Terri Lynn Land worked at the family motel and trailer park over different periods until the early 1990s. Terri is not, and has never been, involved in the day-to-day running of Land & Co; nor has she ever had an ownership share in Land & Co. For the past few years, Terri has owned a small-business with her son." [Macomb Politics, [5/23/14](#)]

**Land: I've Never Worked at Land & Company.** "Land has denied she has ever been involved in her husband's real estate development business, Land & Co. 'I've never worked for Land & Co.,' Land said. 'I've never owned the trailer park and never owned any of the businesses.' Land's personal business experience has been in a property management company with her son, Swift said." [Detroit News, [5/25/14](#)]

**LAND REPORTED THAT SHE WAS THE OWNER AND WORKED AT LAND & COMPANY**

When contributing to her own bid for Secretary of State, Terri Lynn Land repeatedly listed herself as the owner of Land & Company.

First	Last	Occupation	Employer	Date	Amount	Recipient
TERRI LYNN	LAND	OWNER	LAND & COMPANY	4/6/01	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	5/2/01	10000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/13/01	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	9/14/01	2000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	10/5/01	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	12/28/01	2000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	1/7/02	1000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	2/26/02	50	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	3/4/02	1013	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	4/4/02	20000	TERRI LYNN LAND FOR SEC OF STATE

TERRI LYNN	LAND	OWNER	LAND & COMPANY	5/17/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	6/25/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/2/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/6/02	40000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	3/24/03	5000	TERRI LYNN LAND FOR SEC OF STATE

[Michigan Secretary of State Contribution Analysis, accessed [5/23/14](#)]

**Land's Husband, Dan Hibma, was the Treasurer for this Committee.** [[2004 Annual CS](#); [2002 Pre-Convention CS](#); [2002 Annual CS](#)]

**The Committee's Treasurer is Responsible For Reporting Campaign Contributions.** According to the Candidate Committee Manual revised while Terri Lynn Land was Secretary of State: "The committee treasurer or designated record keeper must: Record and report all contributions received from individuals by the amount, date received, and the donor's name and address. If single or cumulative contributions received from the same individual total \$100.01 or more, the donor's occupation, employer and principal place of business (address) must also be recorded and reported." [Candidate Committee Manual, [4/09](#)]

**LIST OF ALL DONATIONS WHERE LAND IS LISTED AS WORKING FOR LAND & CO.**

First	Last	Occupation	Employer	Date	Amount	Recipient
TERRI	LAND		LAND & CO	2/1/90	\$480	<a href="#">KENT COUNTY REPUBLICAN FINANCE COMMITTEE</a>
TERRI	LAND		LAND & CO	11/9/90	\$500	<a href="#">KENT COUNTY REPUBLICAN FINANCE COMMITTEE</a>
TERRI	LAND		LAND & CO	2/18/93	\$200	<a href="#">KENT COUNTY REPUBLICAN COMMITTEE</a>
TERRI	LAND	DIR SPECIAL PROJECTS	LAND & CO.	2/23/01	500	JERRY KOOIMAN FOR STATE REP COMM
Terri	Land	Owner	Land & Co.	3/22/01	<a href="#">\$500</a>	<a href="#">Ehlers For Congress Committee</a>
Terri	Land	Special Projects Man	Land & Company	3/24/01	<a href="#">\$1,000</a>	<a href="#">Ottawa County Republican Committee</a>
Terri	Land	Special Projects Man	Land & Company	3/24/01	<a href="#">\$1,000</a>	<a href="#">Ottawa County Republican Committee</a>
TERRI LYNN	LAND	OWNER	LAND & COMPANY	4/6/01	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	5/2/01	10000	TERRI LYNN LAND FOR SEC OF STATE
TERRI	LAND	SELF EMPLOYE D	LAND & CO	5/18/01	25	SAGINAW CO REP COMM
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/13/01	5000	TERRI LYNN LAND FOR SEC OF STATE

TERRI	LAND	SPECIAL PROJECTS MANAGER	LAND & CO.	8/16/01	40	BILL SCHUETTE FOR SENATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	9/14/01	2000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	10/5/01	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	12/28/01	2000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	1/7/02	1000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	2/26/02	50	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	3/4/02	1013	TERRI LYNN LAND FOR SEC OF STATE
Terri	Land	Special Projects Man	Land & Company	3/7/02	<u>\$1,000</u>	<a href="#">Ottawa County Republican Committee</a>
TERRI	LAND	OWNER	LAND & CO	3/7/02	100	DICK POSTHUMUS FOR GOVERNOR
TERRI LYNN	LAND	OWNER	LAND & COMPANY	4/4/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI	LAND	OWNER	LAND & CO	4/9/02	50	REPUB COMM OF N MACOMB CO RCNMC
Terri	Land	Special Projects Man	Land & Company	4/12/02	<u>\$200</u>	<a href="#">Ottawa County Republican Committee</a>
TERRI	LAND	SPECIAL PROJECTS MANAGER	LAND & CO.	4/19/02	200	BILL SCHUETTE FOR COURT OF APPEALS
TERRI	LAND	OWNER	LAND & CO	5/10/02	25	DICK POSTHUMUS FOR GOVERNOR
TERRI LYNN	LAND	OWNER	LAND & COMPANY	5/17/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI	LAND	OWNER	LAND & CO	5/21/02	100	DICK POSTHUMUS FOR GOVERNOR
TERRI	LAND	SPECIAL PROJECTS MANAGER	LAND & CO.	6/19/02	500	FRIENDS TO ELECT MARK KUBIK
TERRI	LAND	SPECIAL PROJECTS MANAGER	LAND & CO.	6/19/02	500	FRIENDS TO ELECT MARK KUBIK
TERRI LYNN	LAND	OWNER	LAND & COMPANY	6/25/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI	LAND	OWNER	LAND & CO	6/29/02	100	DICK POSTHUMUS FOR GOVERNOR
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/2/02	20000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	8/6/02	40000	TERRI LYNN LAND FOR SEC OF STATE
TERRI LYNN	LAND	OWNER	LAND & COMPANY	3/24/03	5000	TERRI LYNN LAND FOR SEC OF STATE
TERRI	LAND	DIR SPECIAL	LAND & CO.	4/3/03	250	JERRY KOOIMAN FOR STATE REP COMM

		PROJECTS				
TERRI	LAND	SPECIAL PROJ MGR	LAND & CO	4/15/09	475	MACOMB COUNTY REPUBLICAN COMM
TERRI	LAND	SPECIAL PROJ MGR	LAND & CO	8/19/10	550	MACOMB COUNTY REPUBLICAN COMM

[CQ Political Moneyline, accessed 5/23/14; Michigan Secretary of State Contribution Analysis, accessed [5/23/14](#)]

### LAND USES A LAND & COMPANY EMAIL

**Under Penalty of Perjury, Land Told the IRS Four Times She Uses a Land & Company Email Address.** Between April 27, 2012 and July 31, 2013, Terri Lynn Land told the IRS four times, that she and her 527 organization, “Terri Lynn Land for RNC” could be reached at as [terriland@land-co.com](mailto:terriland@land-co.com). Terri Land is listed as the “custodian of records,” its “contact person” and the organization’s “treasurer”. Her home address is listed as the organization’s mailing address. The forms were submitted and signed electronically by Terri Lynn Land under penalties of perjury. The forms clearly state before the signatures “Under penalties of perjury, I declare that I have examined this report, including accompanying schedules and statements and to the best of my knowledge and belief, it is true, correct and complete.” [Terri Lynn Land for RNC, IRS Form 8871, [4/27/12](#); Terri Lynn Land for RNC, IRS Form 8872, [7/16/12](#); Terri Lynn Land for RNC, IRS Form 8872, [10/10/12](#); Terri Lynn Land for RNC, IRS Form 8872, [7/31/13](#); IRS Political Organization Searches, accessed [6/16/14](#)]

**Land Used a Land & Company Email Address for her Work With the Republican Party Republican Party.** At some point after February 4, 2012, RightMI.com posted a directory of Republican Party Officials. For then RNC National Committeewoman Terri Lynn Land, it listed her email address as [lland@land-co.com](mailto:lland@land-co.com). [RightMI.com, accessed [5/16/14](#)]

**December 2013, Saul Anuzis Claimed Land Used a Land & Company Email Address.** [That’s Saul, Folks!, [12/8/13](#)]

**June 11, 2013: Land Used a Land & Company Email Address to Send a Message to the Secretary of State Office.** On June 11, 2013, Terri Lynn Land sent an email to the Michigan Secretary of State’s office from [TerriLand@land-co.com](mailto:TerriLand@land-co.com). [Email from Terri Lynn Land, 6/11/13]

### ON THE CAMPAIGN TRAIL, LAND HAS REPEATEDLY POINTED TO HER BUSINESS EXPERIENCE, CLAIMED TO BE A PART OF THE FAMILY BUSINESS

**August 6, 2013: Land Told a Reporter She Helped Grow the Family Business.** “We’ve been fortunate enough to grow what started as a very small family business into a successful Michigan-based company that provides jobs for hundreds of Michigan residents,” former Michigan secretary of state Terri Lynn Land said in a statement. [Associated Press, [8/6/13](#)]

**January 8, 2014: Land Claimed She Was a Small Business Owner.** “As you mentioned, having lived in Michigan all my life, been here as a mom, and a family, and small business owner and of course now, as you mentioned, a public official as the Secretary of State.” [MI Big Show, [1/8/14](#) (0:02:20-0:02:40)]

**January 14, 2014: Land Was Described As A Small Business Owner By Her Spokeswoman.** Terri Lynn Land was described by spokesperson Heather Swift as being known as a small business owner. Heather Swift stated: “Terri’s continued fundraising strength is proof that folks in Michigan are looking to her as a mother, small business owner and proven problem solver who will put Washington to work for the people like she did as Secretary of State.” [Mlive, [1/14/14](#)]

**January 16, 2014: Land Remarkd That Her Experience In Business Gives Her An Edge Over Democratic Opponent Gary Peters.** “The folks in Michigan know me. They know what I’ve done in government. They know my experience in business. They know that I will listen and be someone that cares about Michigan and takes those values to Washington, D.C. and be their voice so Washington understands that we are hurting here in Michigan and we need to have the support to be economically a giant that we should be.’ [...] As she plans for the November

general election, Land sees her business background as an advantage over Democratic opponent, U.S. House Rep. Gary Peters. That business background began long before Land was born, when her grandfather, Henry Land, immigrated from the Netherlands as a 3-year-old. "He came over to find a better life, a better way and a place where they could grow as a family and be successful," said Terri. "They started out in farming like a lot of families did. But, he decided he wanted to be his own business owner." [Midland Daily News, [1/16/14](#)]

**February 1, 2014: Land Claimed She was a Small Business Owner.** "I've lived here all my life and as a mother, a small business owner, and a public servant I really have seen first hand how the broken policies of President Obama and Congressman Peters are hurting the folks here in Michigan." [Radio America, [2/1/14](#)] (0:00:32-0:00:45)

- **Again.** "As a mom and a small business owner and someone who's been a public servant, all of those things are huge issues that we need to deal with in Washington DC." [Radio America, [2/1/14](#) (0:02:33-0:02:40)]
- **And Again.** "The other issue of course is business. The tax code does not work and as a small business owner I've seen first hand how much time and energy and resources go into preparing your taxes and we need to reform the tax code and make it simple and more predictable." [Radio America, [2/1/14](#) (0:02:40-0:03:00)]
- **And Again.** "As a woman and a mom and a business owner and as a Republican, what we care about is jobs." [Radio America, [2/1/14](#) (0:09:02-0:09:10)]

**February 4, 2014: Land's Campaign Claimed Land Was a Small Business Owner.** Land's campaign claimed the Republican candidate is "a mom, small-business owner and public servant." [Detroit Free Press, [2/4/14](#)]

**February 7, 2014: Land Claimed She Was a Small Business Owner.** "And that's one of the things that, you know again, I did at the Secretary of State's office, you know, as a mom, a small business owner, and a public servant." [MI Big Show, [2/7/14](#) (0:03:30-0:03:40)]

**February 14, 2014: Land's Spokeswoman Claimed Michigan Families Can Trust Land as a Small Business Owner.** "Terri Lynn Land is gaining support from Michigan families because they know they can trust her as a mom, small business owner and public servant to fight for them in Washington, D.C.," said Land spokeswoman Heather Swift. [The Hill, [2/14/14](#)]

**February 16, 2014: Detroit Free Press: Land Touts Herself as a Small Business Owner.** "Land, having run an agency that licenses drivers, administers elections and maintains branches across the state, is described as having grass-roots appeal and touts herself as 'a mom, small business owner and public servant.'" [Detroit Free Press, [2/16/14](#)]

**February 26, 2014: Land Claimed Her Business Experience Allowed Her to Understand that the Affordable Care Act is Hurting Michigan Families.** "Oh yeah. You know as a mom, a small business owner, and a public servant, we realize that ObamaCare isn't working and it's hurting Michigan families." [Good Morning America, [2/26/14](#) (0:01:35-0:01:45)]

- **And Again Claimed She Was a Small Business Owner.** "Well, when I travel across Michigan, and I've been all over Michigan, as former Secretary of State and during this campaign, and, you know, as a mom, a small business owner, and a public servant, we talk about the issues, it's the economy." [Good Morning America, [2/26/14](#) (0:05:09-0:05:30)]

**March 7, 2014: Land Claimed She Was a Business Owner.** "Now it's about talking about the issues that they care about. You know, as a mom, as a public servant, and as a business owner, they're talking about jobs and the economy you know, they need a good paying job." [MI Big Show, [3/7/14](#) (0:02:25-0:02:45)]

**March 10, 2014: Land Claimed She Was a Small Business Owner.** “I support policies that will provide real health care reform to lower costs, expand access and allow Michigan families to keep their plan and their doctor. As a mom, small business owner and public servant, I understand how the bad consequences of ObamaCare are wreaking havoc on folks’ every day lives. There has to be a better way, and I have a few ideas as to how we get our health care system back on track. Read more about my health care plan here: <http://terriynland.com/real-health-care-reform/>” [Terri Lynn Land’s Facebook, [3/10/14](#)]

**March 24, 2014: Land Claimed She Was a Small Business Owner.** “As a mom, and a small business owner, and a public servant, I understand how bad the consequences of Obamacare are and how they affect the everyday lives of folks. Families are losing their doctors, having their plans canceled and paying higher prices with less quality. Businesses are facing fines, paying higher costs for clients, and they’re unable to plan for the future.” [Land Press Call with MIRS, [3/24/14](#) (0:24:00-0:24:30)]

**March 24, 2014: Land Claimed She Was a Small Business Owner.** “As a mom and a small business owner and public servant, I understand the consequences of Obamacare and how they affect the everyday lives of folks. Families are losing their doctors, having their plans canceled and paying higher prices for less quality. Workers are seeing their hours cut and healthcare plans diminish. I support policies that will provide real health care reform that will lower the costs and access and allow Michigan families to keep their plans and keep their doctors.” [Terri Lynn Land’s Facebook, [3/24/14](#)]

**April 8, 2014: Land’s Spokeswoman Claimed Land Was a Part of the Family Business.** “Terri has been a part of her family’s small business and understands the struggles and hurdles that workers face in this economy,” claimed Land’s campaign spokeswoman Heather Swift. [Buzzfeed, [4/8/14](#)]

**April 8, 2014: Land’s Spokeswoman Claimed Land Was Gaining Support Because Voters Could Trust Her as a Small Business Owner.** “Terri is gaining support from hard-working families across Michigan because she shares their values and they know they can trust her as a mom, small-business owner and public servant to go to Washington and advocate for them,” Swift said in a statement. “... It is clear that Terri has all the momentum in the race to become Michigan’s next U.S. Senator.” [Detroit News, [4/8/14](#)]

**April 9, 2014: Land’s Spokeswoman Claimed Land Was Gaining Support Because Voters Could Trust Her as a Small Business Owner.** “Terri is gaining support from hard-working families across Michigan because she shares their values and they know they can trust her as a mom, small business owner and public servant to go to Washington and advocate for them,” Heather Swift, spokeswoman for Land, said in a statement.” [MLive, [4/9/14](#)]

**April 10, 2014: Land Claimed She Was Part of the Family’s Business That “Provided Great Homes for Families.”** “Well you know Frank like millions of Americans I was part of a great family small business and I understand the struggles and hurdles that workers and family businesses face in this economy. We provided great homes for families and we still do that today you know it’s a struggle out there and my experience is in stark contrast with what Congressman Peters has. He was a salesman for Wall Street, big banks, powerbrokers. You know that’s where he comes from. I come from working families who work everyday to provide great jobs for their employees and to provide great housing for their community.” [WJR, The Frank Beckmann Show, [4/10/14](#); see also Frank Beckmann, [4/10/14](#) (0:06:15-0:07:10) Part I]

- **And Land Claimed the Family Business Was “Our Business.”** “Well, I’m very proud of our family. My grandfather came over as an immigrant when he was three. He worked very hard with his family, had a successful business, which still exists today. He’s now passed but my husband and my father now work with other family members to provide great housing in the community, and we’re very proud of our business.” [Frank Beckmann, [4/10/14](#) (0:00:30-0:00:45) Part II]
- **And Land Claimed the Family Business, Of Which She Was a Part, Provided Rental Properties and Homes in West Michigan.** “BECKMANN: Do you really? You got housing that your family owns today? LAND: Yeah we do multi-family housing (inaudible) builders. We work in a community in West Michigan to provide housing, not only rental properties but also homes in West Michigan. And we’ve been doing that for

a long time now. And we still continue to do that as the economy gets better.” [Frank Beckmann, [4/10/14](#) (0:00:45-0:01:15) Part II]

**April 14, 2014: Land: As a Small Business Owner, I Know Our Government is Broken.** “As he mentioned, I’m Terri Lynn Land. I’m running for United States Senate from the great state of Michigan (applause). As a mom, small business owner, and public servant, I know that our government is broken and I can see it all around us.” [Land at Ingham County Lincoln Day Dinner, [4/14/14](#) (0:00:30-0:00:48)]

- **And Claimed that As a Small Business Owner, She Knew that the Affordable Care Act is Too Expensive.** “And as a mom, I know Obamacare doesn’t work and too many families are losing their doctor and paying higher prices [inaudible]. And as a small business owner, I know that the mandates and taxes that Obamacare puts on employees are too expensive [inaudible ‘and will hinder growth?’]” [Land at Ingham County Lincoln Day Dinner, [4/14/14](#) (0:01:40-0:01:55)]

**April 15, 2014: Land Claimed She Was a Small Business Owner.** “As a mom and small business owner, I understand how difficult it can be to juggle a busy schedule. I also understand the struggles that small business owners face when dealing with the government. The last thing we need is bureaucrats in Washington adding more rules and loopholes to the already complicated tax code.” [MLive, Land Op-Ed, [4/15/14](#)]

**April 15, 2014: Land Spokeswoman: Michigan Families Trust Land as a Small Business Owner.** “Terri has all the momentum in the race because Michigan families trust her as a mom and small business owner to bring their values to Washington, D.C.,” said Heather Swift, spokeswoman for Terri Lynn Land.” [Examiner, [4/15/14](#)]

**April 21, 2014: Land Released a Video Highlighting Her Work for the Family Business.** On April 21, 2014, Terri Lynn Land’s U.S. Senate campaign released an advertisement called “Success Story” which was designed to tout Land’s work experience in the family business. [Terri Lynn Land’s YouTube Page, [4/21/14](#)]

**April 22, 2014: Land’s Spokeswoman Claimed Land Was a Part of the Family Business.** Terri Lynn Land’s campaign for U.S. Senate has responded to Democratic opponent Rep. Gary Peters’ comments in an April 16 Daily News article. Heather Swift, a spokeswoman for Land, said: “Like millions of Americans, Terri Lynn Land has been a part of her family’s small business and understands the struggles and hurdles that workers face in this economy.” [Midland Daily News, [4/22/14](#)]

**April 25, 2014: Washington Post Reported Land Worked for a Family Business, Which Expanded to Include Apartment Complexes.** “After college, she worked in the family business, which had expanded to include the development of apartment complexes.” [Washington Post, [4/25/14](#)]

**May 28, 2014: Land: I was in a Family Business, Citing Her Grandparents Motel and Trailer Park.** “Also I was in family business. A lot of people always ask me were your parents in politics? How did you get involved? And I said well I was in a family business and my grandfather who came over from the Netherlands and married my grandma, stated a small business, a motel and a trailer park, and my dad Paul and uncle Bob, they worked together all week. And so all week long they worked together in this business and I saw this. And sometimes they didn’t all get along, but they all understood it was important to be successful with the business that they work together.” [Detroit Regional Chamber’s Vimeo Account, [5/28/14](#) @14:55]

- **And Claimed She Knew the Affordable Care Act Was Too Expensive Because She Was a Small Business Owner.** “The ability to start a business and build a future is in jeopardy. That American Dream that my grandparents had, I believe, is now in jeopardy. And as a small business owner, I know that Obamacare’s mandates and taxes are too expensive and will hinder growth.” [Land at Mackinac Policy Conference, [5/28/14](#) (0:02:35-0:02:48)]
- **And Again Claimed She Was a Small Business Owner.** “I’m Terri Lynn Land, I’m a mom, I’m a business owner, and a public servant. I’m asking for your vote so I can proudly represent you in the United States Senate and serve this great state of Michigan.” [Land at Mackinac Policy Conference, [5/28/14](#) (0:11:00-0:11:15)]

**Land Claimed She Helped Grow Land & Company on Her Website.** On Terri Lynn Land's campaign website, the Michigan Republican highlights her experience working with the family business and how she helped that business grow. Land claimed that she "continued to work for our family business," that she learned lessons at the family business that have helped her in government service. Under a section entitled "Growing a West Michigan Business," Land reported: "The family business continued to grow as Terri's husband, brother-in-law, and father worked together to develop several quality apartment communities across West Michigan. Eventually the business grew from a small motel and trailer park into apartment communities, retail, commercial and industrial space. Today, Land & Co. provides good paying job opportunities for hundreds of West Michigan residents, and quality, affordable homes to thousands more." [TerriLynnLand.com, accessed [4/22/14](#)]

**Land Claimed She Was a "Business Owner" on Her LinkedIn Profile.** On her LinkedIn profile, Terri Lynn Land claims she is a "Business Owner" [LinkedIn, accessed [5/16/14](#)]

#### **NEWS OUTLETS HAVE REPORTED CANDIDATE WORKED FOR THE FAMILY COMPANIES**

**1989-1991: Land Served As Manager Of Land's Inn.** According to an AP profile in October 2000, Land served as the manager for Land's Inn from 1989 to 1991. [AP, 10/7/00]

**2001: Land Was Elected To Grand Bank Business Development Board As Representative Of Land & Company.** Reported the Grand Rapids Press in February 2001, "Grand Bank has elected the following to its 2001 Business Development Board: Daniel Abraham of Savory Foods Inc., Raymond Chester of Universal Traffic Service Inc., Clement Diegel of Haith Broadcasting/Cook Media, Dr. Samuel Giovanucci of Michigan Medical P.C., Sister Patrice Konwinski of Grand Rapids Catholic Diocese, Terri Land of Land & Co., Brian Larson of Close Air Support Ltd., Mark Levandoski of MLM Insurance, Michael McCarthy of Davison, Dietsch, McCarthy, Mark Peters of Butterball Farms and Duwane Suwyn of Grubb & Ellis/Paramount." [Grand Rapids Press, 2/24/01]

**October 2002: Land Was Working As A "Special Projects Manager" For A Real Estate Development Company.** Reported the Grand Rapids Press in October 2002, "Land, a 44-year-old former Kent County clerk and now a special projects manager for a real estate development company." [Grand Rapids Press, 10/19/02]

- **2003-2010: Land Worked as Michigan's Secretary of State.** "Land brings lot of governmental experience to the senate race, including serving as Kent County Clerk from 1992-2000 before being elected Michigan Secretary of State (SOS) from 2003-2010." [Midland Daily News, [1/16/14](#)]

#### **LAND'S HOUSEHOLD IS WORTH MORE THAN \$34 MILLION, THANKS TO THE FAMILY'S REAL ESTATE BUSINESS**

**Land And Hibma Reported Holding \$34,287,053 In Assets, \$33,847,027 In Real Estate and Reported Earning at Least \$11,891,726 in Total Income, \$11,861,492 from Real Estate.** According to the financial disclosure form that she filed as a U.S. Senate candidate in August 2013, Terri Lynn Land and her husband, Daniel Hibma, reported holding assets worth at least \$34,287,053.00 between January 2012 and August 2013. Of this amount, \$33,847,027.00 came from the family's real estate holdings. This amount does not take into account the families outstanding liabilities. Additionally, Terri Lynn Land and her husband, Daniel Hibma, reported earning at least \$11,891,726.00 in total income between January 2012 and August 2013. Of this amount, \$11,861,492.00 came from the family's real estate holdings. [Terri L. Land 2013 U.S. Senate Financial Disclosure Form, filed 8/01/13]